



TECHNICAL UNIVERSITY OF MOMBASA

FACULTY OF ENGINEERING AND TECHNOLOGY

DEPARTMENT OF BUILDING & CIVIL ENGINEERING

UNIVERSITY EXAMINATION FOR:

DIPLOMA IN BUILDING AND CIVIL ENGINEERING

(INSTITUTION BASED EXAMINATION)

BEN 2201: ENTREPRENEURSHIP EDUCATION

SERIES: MARCH 2017

TIME: 2 HOURS

Instructions to Candidates

You should have the following for this examination

-Answer Booklet, examination pass and student ID

This paper consists of **FIVE** questions. Attempt any **THREE** questions

Do not write on the question paper

Mobile Phones are NOT allowed inside the examination room

QUESTION ONE

a) Differentiate the following terms;

- i. Self-employed individual
- ii. Wage earner
- iii. Business opportunity

(6 Marks)

b) State THREE:

- i. Advantages of a wage earner
- ii. Disadvantages of a wage earner

(6 Marks)

- c) Define the following types of entrepreneurs:
- i. Inventors
 - ii. Acquirers
 - iii. Speculators
 - iv. Buy-sell artists
- (8 Marks)

QUESTION TWO

- a) Outline FOUR ways by which an entrepreneur contributes to national development
(8 Marks)
- b) Outline FOUR indicators of a viable business opportunity ;
(6 Marks)
- c) List SIX factors considered while choosing a business location
(6 Marks)

QUESTION THREE

- a) State THREE indicators of a viable business opportunity. (6 Marks)
- b) Outline FOUR advantages of a limited company as a business organisation.
(8 Marks)
- c) Outline THREE sources of business finance
(6 Marks)

QUESTION FOUR

- a) Outline FOUR characteristics of appropriate technology (8 Marks)
- b) Explain FOUR incentives offered by the government to small scale entrepreneurs
(8 Marks)
- c) Define the following terms
- i. Partnership
 - ii. Public company
- (4 Marks)

QUESTION FIVE

- a) Briefly describe the FOUR factors of production (8 Marks)
- b) Explain any FOUR essentials of a valid contract. (8 Marks)
- c) State any FOUR conditions that call for a written contract. (4 Marks)